

MO ASLAM *Assistant Area Manager*

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📍 Vadodara, India

🔒 Unmarried





Profile

Highly motivated and results-oriented Assistant Area Manager with 6+ years of experience in the agriculture and organic product industry. Proven track record in distributor management, revenue collection, and channel development. Adept at market analysis, customer relationship management, and resolving operational issues. I am pursuing an MBA in agribusiness management further to enhance my business acumen and strategic management skills.

Skills

Distributor & Channel Management	Market Analysis & Competitive Landscape
Revenue Collection & Operational Efficiency	Customer Relationship Management
Sales Strategy & Execution	Promotional & Marketing Campaigns
Problem Solving & Issue Resolution	MS Office Suite (Excel, Word, PowerPoint)

Professional Experience

2024/02 – present Vadodara, India	Assistant Area Manager <i>Agrico Organics Ltd</i>  <ul style="list-style-type: none">• We are appointing and managing new potential distributors to align with the company's growth objectives.• Ensuring timely revenue collection across the territory, optimizing cash flow.• Assessing market potential and competitors to identify growth opportunities.• Executing product orders and managed logistics for timely delivery.• Fostering strong relationships with distributors and enhanced confidence in product performance.
2022/05 – 2024/02 Bharuch, India	Assistant Area Manager <i>Krishi Rasayan Exports Pvt Ltd</i>  <ul style="list-style-type: none">• Oversaw sales activities and executed territory business plans to achieve revenue targets.• Addressed and resolved customer concerns, improving satisfaction and loyalty.• Monitored the market landscape to align sales strategies with evolving trends.• Managed distributor networks, ensuring high engagement and product performance.
2018/04 – 2020/05 Bharuch, India	Market Development Officer <i>Syngenta India Pvt Ltd</i>  <ul style="list-style-type: none">• Organized distributor and team meetings, promotional activities, and field events to drive product visibility.• Developed relationships with distributors, retailers, farmers, and government officials.• Planned and executed marketing campaigns to align with company growth objectives.
2020/05 – 2022/04 Surat, India	Territory Business Manager <i>Grow Indigo Pvt Ltd</i>  <ul style="list-style-type: none">• Appointed new distributors and grew the market presence in the Surat region.• Facilitated operational excellence through effective revenue collection.• Resolved distributor and customer issues promptly, ensuring smooth operations.• Analyzed market trends and competitors to identify areas for business growth.

Education

present	MBA in Agribusiness Management
Pune, India	<i>Bharati Vidyapeeth University</i> ↗
2013/07 – 2017/06	Bachelor of Technology in Biotechnology
Meerut, India	<i>Sardar Vallabhbhai Patel University of Agriculture and Technology</i> ↗

Awards

Calaris Xtra Champion (2020)
Syngenta India
Awarded for achieving the highest sales record in Gujarat.

Languages

- Hindi
- English
- Gujarati